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UNITED NATIONS INTERNATIONAL SYMPOSIUM
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Item 4 of the provisional agenda

CONSIDERATION OF GUIDELINES ON KEY SECTORS FOR TRADE EFFICIENCY: CUSTOMS, TRANSPORT, BANKING AND INSURANCE, BUSINESS INFORMATION FOR TRADE, BUSINESS PRACTICES AND TELECOMMUNICATIONS

Draft recommendations not considered by
the Ad Hoc Working Group on Trade Efficiency

Corrigendum

In Section III (Recommendations on banking and insurance) of document TD/SYMP.TE/PC/2, insert paragraphs 17bis, 17ter and 19bis as follows:

Recommendations to Local Trade Efficiency Associations

17bis The individual LTEAs should include commercial banks capable of offering post-shipment trade finance. These institutions should have access to national or regional refinancing facilities to ensure that adequate liquidity is available to finance routine transactions facilitated by the Trade Points. The LTEAs should also participate in local and regional efforts to develop new financing and rediscounting programmes, particularly in support of SMEs. (original page 18, para. 63)

Suggested:
Include .....

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17ter The Local Trade Efficiency Association should first consider whether to provide services in this area. Unlike trade facilitation, many of the benefits to the Association members will be derivative and realized over a longer period, as the export volume of local joint ventures increases. There may also be some limited opportunities to earn fees by providing local support or consulting services to IPAs, particularly if the host Government is unable to field the appropriate resources. (Original page 38, para. 156).

Suggested:

Consider whether to provide services in the area of foreign direct investment facilitation.

Recommendations to the Trade Point Network

19bis The Trade Point Network should attempt to facilitate the efficient flow of information within the investment promotion community rather than duplicate existing programmes. This can be accomplished at several levels:

- Providing local resources to identify and qualify investment proposals and direct them to the appropriate IPAs, particularly those that maintain formal investment opportunity databases.

- Collaborating with IPAs in promoting and conducting investment mission, particularly those focusing on an industry sector that is well represented within the Trade Point's clientele. Many IPAs rely on host Governments or business organizations for local support in organizing these missions.

- Participating in the establishment of common approaches and standards that address the qualification of investment proposals as well as the information content of messages that communicate these opportunities to the IPA community.

- Participating in the development of a network and database(s) to collect and disseminate information on investment opportunities in a more cost-effective manner. In particular, UNCTAD and the LTEAs should consider participating in the initiative described below to create an IPA Electronic Network linking the investment promotion community. (Original page 38, para. 157)

Suggested:

Facilitate .....